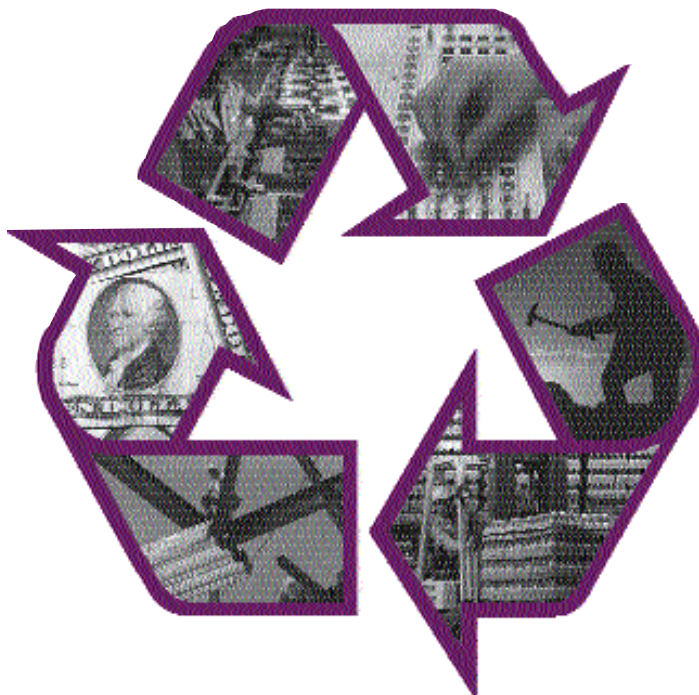




Jobs Through Recycling Program



www.epa.gov/jtr

 **Financing**

 **Documents**

 **Market Development**

 **Technical Assistance**

What Is the Connection Between Jobs and Recycling?

Today more than one quarter of all municipal solid waste generated in the United States is recycled, and the amount of material collected for recycling continues to grow. Nearly 9,000 cities and counties now operate curbside recycling collection programs—up from less than 1,000 just 10 years ago.

While many people appreciate the environmental benefits of recycling, such as the conservation of natural resources and of landfill space, few recognize that recycling has significant economic benefits as well. Recycling also creates new businesses that haul, process and broker recovered materials, as well as companies that manufacture and distribute products made with these recycled materials. All of these recycling businesses put people to work.

In fact, recycling is estimated to create nearly five times as many jobs as landfilling. Regional and state studies document that recycling has created hundreds of thousands of jobs around the country and added billions of dollars to the economy. One study conducted by the Northeast Recycling Council, for example, found that in 10 Northeastern states, more than 103,000 people are employed in firms that process or manufacture recycled materials, adding more than \$7.2 billion in value to these recovered materials. The jobs created by recycling businesses draw from the full spectrum of the labor market, ranging from low-skilled to highly-skilled positions. Materials sorters, dispatchers, truck drivers, brokers, sales representatives, process engineers, and chemists are just some of the people needed in the recycling industry. In short, recycling is actively contributing to America's economic vitality.

Types of JTR Grants

- **Recycling and Reuse Business Assistance Centers (RBACs):** Located in state solid waste or economic development agencies, these centers provide a unique mix of technical, business, financial, and marketing assistance to local companies using recovered materials. RBAC activities include helping to site new processing and manufacturing facilities, conducting technical pilot projects, and locating sources of supply for recycling businesses.
- **Recycling Economic Development Advocates (REDAs):** Hired by a state or tribal economic development office, REDAs are specialists who provide business, technical, and financing assistance to companies processing or using recovered materials. This includes helping companies write effective business plans, secure financing, and assess the marketplace for recovered materials. REDAs also coordinate solid waste and economic development efforts.
- **Demonstration Projects:** Through commodity-specific demonstration projects, states and tribes develop markets for recovered materials, test product specifications, and foster new and innovative recycling programs. By sharing information, other market development professionals reap the benefits of these ground-breaking efforts.
- **Investment Forums:** Recycling investment forums are events designed to bring investors, financiers, and economic development officials together with entrepreneurs seeking capital for recycling-related businesses. The forums educate investors about recycling investment opportunities and assist in raising capital for business growth and expansion.

What Is EPA's Jobs Through Recycling Initiative?

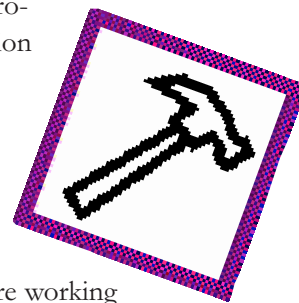
EPA is helping to fuel employment growth in the recycling industry through its Jobs Through Recycling (JTR) initiative, whose overall goal is to put the tools of business development—technology transfer, financing, and marketing—into the hands of recycling businesses.

The objectives of the Jobs Through Recycling program are to:

- *Expand* markets for recycled and reusable materials.
- *Stimulate* economic development.
- *Create* jobs.

To achieve these objectives and foster recycling market development, the JTR program offers a variety of grants (described in the sidebar to the left). In addition, the program develops and distributes market development information and facilitates the networking of recycling market development professionals.

JTR supports an active network of state and regional contacts who develop innovative programs and provide useful information to recyclers and related businesses.



How Does JTR Work?

JTR grantees around the country are working to stimulate the development of recycling and reuse businesses, increase the use of recyclable or reusable materials, and contribute to job creation and retention. Since launching the JTR program in 1994, EPA has awarded more than \$7.2 million in grant funding to 36 states, five tribes, and three multistate organizations. This investment has paid dividends for recycling. A review of four well-established programs, for example, shows that an investment of \$1 million in JTR grants has helped businesses create more than 1,700 jobs and \$290 million in capital investment.

Through the JTR program, EPA helps develop and strengthen recycling market development and economic development programs. Economic development is a long-term process, whose results are often realized after the 12- to 24-month JTR grant period. JTR grants act as “seed money” to help create new and expanding business development programs that are designed to become self-sustaining in future years. The initiative also advocates partnerships among industry, financial institutions, local governments, universities, and other organizations.

Who Benefits from the Program?

Existing and Startup Recycling Businesses Benefit From the Assistance of Grantees By:

- Locating recovered-material feedstocks.
- Getting assistance in preparing and presenting a business plan, loan application, or investment “pitch.”
- Gaining access to technical information to modify equipment for using recovered materials.

Solid Waste Officials Benefit By:

- Obtaining technical, marketing, and financial information to assist in advancing and promoting the recycling industry.
- Building relationships with recycling processors and manufacturers.

Economic Development Officials Benefit By:

- Tapping into a vibrant and growing industry sector.
- Accessing the most up-to-date information on recycling businesses and markets.

Financiers Benefit By:

- Identifying promising recycling investment opportunities.
- Establishing relationships with startup and expanding recycling businesses.

Who Is Eligible for Grants?

The JTR program currently offers grants to U.S. states, U.S. territories, Native American tribes, and multistate and multiribed organizations. EPA offers a range of project funding opportunities through the JTR program and will consider requests up to \$200,000. For first-time applicants, EPA currently requires nonfederal matching funds of at least 25 percent of the federal funding requested. For a request of \$150,000 in federal funds, for example, the minimum nonfederal investment would be \$37,500.

JTR grants are awarded on an annual basis through a highly competitive process. Direct communication between those seeking funding and EPA regional JTR contacts is key to the grant proposal process. Those interested in project funding should start by contacting their JTR regional contact (listed on the back of this brochure) to discuss project ideas.

JTR Programs Bolster State Recycling Markets

Established in 1995, the North Carolina RBAC continues to provide hundreds of companies with technical and business development assistance, including guidance with business plans, siting locations, zoning and permitting requirements, and regulatory issues. As of 1997, the RBAC's efforts helped:

- secure more than \$5 million in capital investments;
- create 185 jobs;
- foster approximately 217,000 tons per year of added manufacturing capacity utilizing collected recyclables; and
- facilitate more than \$2 million in grants and loans to recycling businesses by leveraging state resources, forming partnerships with lending institutions, and investing in demonstration projects.

The Arizona REDA provides a range of program services for recycling businesses in the state. Projects have ranged from recruiting a major paper manufacturer to working with a company that processes scrap plate and window glass into reflective coatings of highway signs. Since 1994, the REDA has helped:

- create 672 new recycling-oriented jobs,
- attract more than \$200 million in recycling business investment, and
- expand recycled material capacity by approximately 758,000 tons annually in the state.

How Do I Learn More About JTR?

In addition to business assistance and networking opportunities, the JTR program offers a number of resources, including publications, an annotated bibliography of market development resources, and *MarketShare*, an ongoing source of tips and strategies for improving your recycling market development program. Market development professionals throughout the country participate on JTR's Internet List Server to ask questions, and trade ideas and suggestions. For more information, visit our web site at www.epa.gov/jtr or contact the EPA regional JTR coordinator from the list in this brochure.

Other EPA Market Development Activities

In addition to the JTR program, EPA supports a number of other market development programs, including:

- **WasteWi\$e.** This voluntary partnership program assists state, local, and tribal governments; businesses; and other organizations to reduce waste through commitments in three areas: waste prevention, recycling collection, and buying or manufacturing products with recycled content. WasteWi\$e encourages partners to identify cost-effective waste reduction strategies and measure the results of changes implemented. For more information, call 800 EPA-WISE or visit the WasteWi\$e web site at www.epa.gov/wastewise.
- **Comprehensive Procurement Guideline (CPG).** This program promotes buying recycled products by requiring federal, state, and local agencies or government contractors using appropriated federal funds to buy from a list of designated recycled-content products. EPA also issues guidance in Recovered Materials Advisory Notices (RMANs), which recommend levels of recycled-content for these items. For more information on this program, visit EPA's **Reduce, Reuse, Recycle...Through Procurement** web site at www.epa.gov/epaoswer/non-hw/procure.htm.
- **The Chicago Board of Trade Recyclables Exchange.** This Internet-based exchange is a centralized marketplace for buying and selling recovered materials such as glass, plastic, paper, and other miscellaneous items. Participants from all over the globe can use the online exchange to post buy and sell listings and obtain information on material type, quantity, price, and other relevant data. The Exchange is located at cbot-recycle.com.
- **Reduce, Reuse, and Recycle Waste.** For general information on EPA's solid waste reduction and recycling programs, visit www.epa.gov/epaoswer/osw/rrr.htm.

EPA Regional Office Contacts for the Jobs Through Recycling Initiative (As of December 1997)



Region 1
(CT,ME,MA,NH,RI,VT)
Cynthia Greene
617 565-3165
greene.cynthia
@epamail.epa.gov

Region 4
(AL,FL,GA,KY,MS,NC,
SC,TN)
Todd Smiley
404 562-8478
smiley.todd
@epamail.epa.gov

Region 7
(IA,KS,MO,NE)
David Flora
913 551-7523
flora.david
@epamail.epa.gov

Region 10
(AK,ID,OR,WA)
John Dumas
206 553-6522
dumas.john
@epamail.epa.gov

Region 2
(NY,NJ,PR,VI)
Barbara Belasco
212 637-4182
belasco.barbara
@epamail.epa.gov

Region 5
(IL,IN,MI,MN,OH,WI)
Paul Ruesch
312 886-7598
ruesch.paul
@epamail.epa.gov

Region 8
(CO,MT,ND,SD,UT,WY)
Whitney Trulove-Cranor
303 312-6099
trulove-cranor.whitney
@epamail.epa.gov

Headquarters
John Leigh
703 308-7896
leigh.john
@epamail.epa.gov

Region 3
(DE,DC,MD,PA,VA,WV)
Michael Giuranna
215 566-3298
giuranna.mike
@epamail.epa.gov

Region 6
(AR,LA,NM,OK,TX)
Tracie Donaldson
214 665-6633
donaldson.tracie
@epamail.epa.gov

Region 9
(AS,AZ,CA,GU,HI,NV)
Julia Wolfe
415 744-2131
wolfe.julia
@epamail.epa.gov

Sue Nogas
703 308-7251
nogas.sue
@epamail.epa.gov

